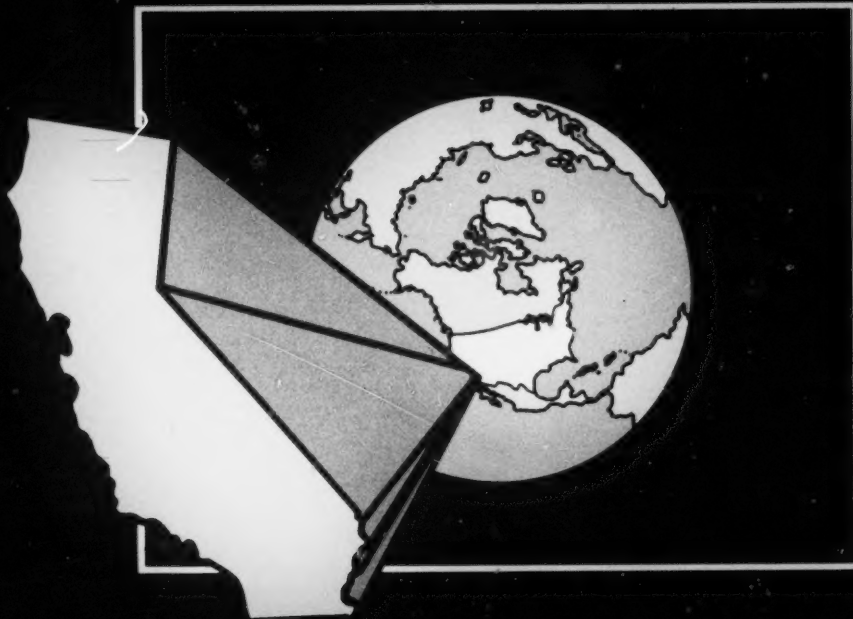


California Agricultural Exports



Annual Bulletin
1985

California Agricultural Exports

STATE OF CALIFORNIA

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Annual Bulletin Contents

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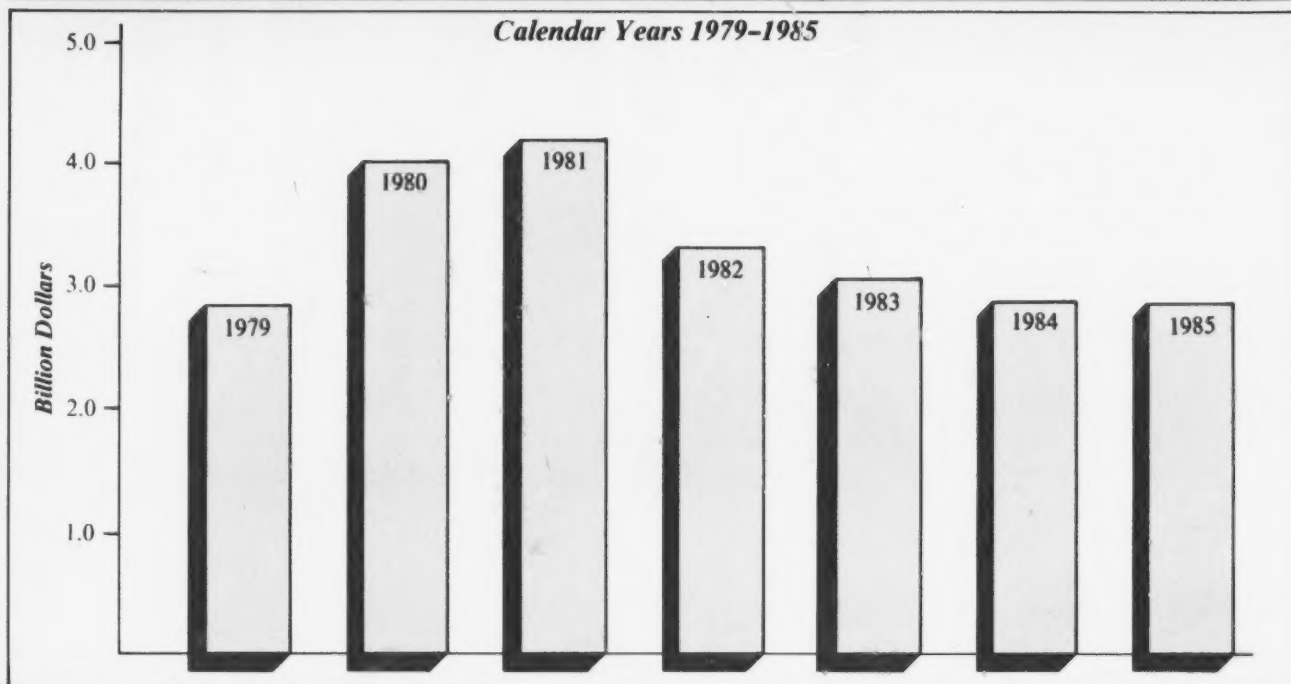
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This 1985 estimate of California's agricultural exports is being published in two sections which are available separately:

- **Annual Bulletin** contains tables of California's international trade by commodity.
- **Statistical Appendix** contains tables of commodity shipments by country of destination and tables showing all agricultural commodities shipped to selected countries.

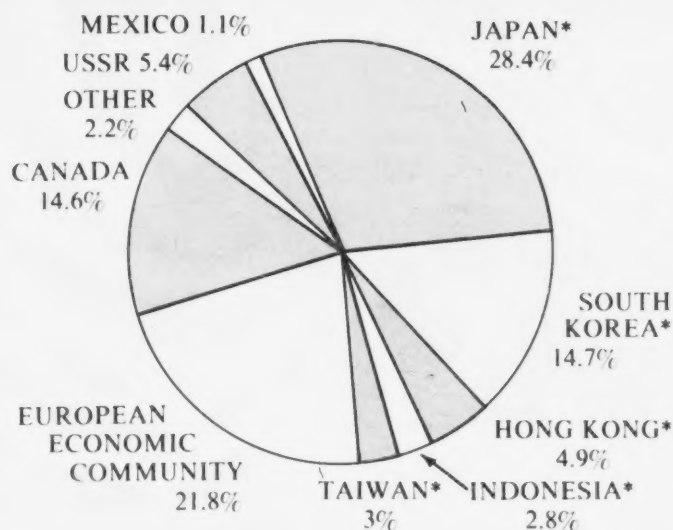
California's Agricultural Exports



Source: California Department of Food and Agriculture

California's Agricultural Export Markets, Value Basis

CALENDAR YEAR 1985



*PACIFIC RIM COUNTRIES = 54.9%

Highlights of California's Agricultural Exports Calendar Year 1985

Table 1 Highlights

- California's agricultural export decline slowed to a 3 percent loss in value in 1985 compared to 1984.
- The \$2.8 billion value of the State's farm and ranch products going into international trade represents little change and offers hope that exports are "bottoming out."
- Selling more products at lower prices is a familiar pattern among commodities both in the international and domestic markets.
- Cotton, the leading California agricultural export increased in volume by 5 percent but was virtually unchanged in value.

Increased efforts to promote agricultural exports by both the State and Federal governments are now operating. Those interested in applying for matching funds for export promotion should contact the Export Promotion Program, Director's Office, Department of Food and Agriculture, 1220 N Street, Room 409, Sacramento, CA 95814, (916) 322-4339.

Table 1

Estimated Value of California's Leading Agricultural Exports Valued at Port of Exportation, Calendar Years 1984 and 1985 with Percentage Change

Commodity	Commodity Ranking		Value		Value Change*	
	1985	1984	1985	1984	1984-85	1983-84
			1,000 Dollars		Percent	
Cotton Lint.....	1	1	617,523	624,724	-1	-27
Almonds.....	2	2	400,064	315,473	+27	+30
Oranges.....	3	3	208,253	217,621	-4	-10
Grapes.....	4	4	195,149	195,216	0	-8
Rice.....	5	7	109,186	91,811	+19	-39
Beef.....	6	6	95,064	99,836	-5	+32
Walnuts.....	7	9	79,512	66,799	+19	+38
Wheat.....	8	5	79,283	115,491	-31	+58
Prunes.....	9	10	64,389	63,699	+1	-5
Lemons.....	10	8	53,781	88,267	-39	-7
Alfalfa.....	11	17	53,775	35,372	+52	-27
Peaches.....	12	14	38,526	42,303	-9	-20
Strawberries.....	13	19	35,975	29,818	+21	+4
Dairy.....	14	13	32,994	42,418	-22	-9
Tomatoes.....	15	16	32,393	36,637	-12	-9
Lettuce.....	16	15	31,803	40,266	-21	+8
Cottonseed.....	17	11	30,866	50,038	-38	+155
Onions.....	18	12	28,726	44,811	-36	+56
Grapefruit.....	19	33	27,729	9,149	+203	-46
Flowers and Nursery.....	20	18	25,734	33,353	-23	+91
Dry Beans.....	21	20	24,420	25,313	-4	+27
Plums.....	22	23	23,552	22,534	+5	+89
Safflower.....	23	22	21,868	24,053	-9	*
Celery.....	24	21	20,777	24,647	-16	+10
Broccoli.....	25	24	18,692	19,473	-4	+42
Kiwifruit.....	26	31	18,021	11,588	+56	*
Chickens and Eggs.....	27	27	16,647	14,938	+11	+9
Cauliflower.....	28	26	13,338	16,112	-17	+20
Potatoes.....	29	29	9,596	12,778	-25	+62
Pears.....	30	32	9,585	10,425	-8	-25
Carrots.....	31	28	9,139	14,699	-38	+65
Avocados.....	32	25	7,623	16,239	-53	+62
Remaining Estimated Commodities (See Table 5).....			48,440	64,689		
All Other Commodities (See Table 8).....			348,975	384,452		
TOTAL.....			2,831,398	2,905,042	-3	-5

* Commodity list extended to include 32 products in 1985.

California's Agricultural Export Profile, 1985

Emphasizes the importance of international trade to California's ranchers and growers

- Each commodity's exports are compared to State production.
- The percentage going into international trade ranges from less than one percent of the barley grown in California to 68 percent of the almonds.
- Lower prices and reduced sales to Canada contributed to the decline in the percentage of vegetables that were exported.
- Increased competition abroad was a major factor in many cases.
- In 18 crops, California provides more than 90 percent of U.S. exports (see Table 2).
- The Golden State's part of the national total has risen more than two percent between 1984 and 1985 to 9.8 percent. This reflects the decline in exports of other states while California's declined only slightly.
- Increased sales of almonds and walnuts helped California become the leading agricultural export state.
- The acres required to produce California's agricultural exports changed very little between 1984 and 1985.
- The 1.8 million acres represents 21 percent of acreage harvested when estimated using state average yields. This calculation does not make allowances for land used to produce feed for livestock that is exported.

California's leading exports

Cotton

The value of cotton exports remained constant with volume going up by five percent. Lower prices and continued competition from foreign growers have hampered international sales of California's high quality fiber. Government export sales assistance is now being offered in order to make our cotton competitive on the world market.

Almonds

The rebounding export pattern was sparked by \$66 million shelled almond sales to the U.S.S.R. This market was opened by a poor hazelnut crop in Turkey that stymied the Russians usual supply pattern. A falling dollar value helped maintain and increase demand worldwide.

Oranges

Having become a deficit area for processed orange juice makes California depend on fresh oranges for the international trade. The four percent value decline from 1984 actually represents a 25 percent volume drop due to no low value fruit going into processing for export and a higher price per box received by growers. California's share of the U.S. exports increased to 91 percent while the share of the California crop entering the export trade remained constant at one-fourth.

Grapes

The value of total grape exports was unchanged from 1984 to 1985 but within this total several volume changes took place. Fresh exports dropped 18 percent, raisin exports gained 22 percent and processed (juice, canned, and wines) grapes increased 35 percent. The revival of raisin and wine sales is a particularly encouraging trend even at lower prices.

Rice

Sales of California rice abroad have been following a roller coaster pattern. This year's 19 percent increase only brings the total to one-third the 1981 high point. A concessional sale to the Philippines kept the year from being a market-ing disaster.

Table 2

California's Agricultural Export Profile, 1985

Commodity	Farm Value of Exports Compared To Total Production Value	CA Export Value Compared To U.S. Export Value at Port of Embarcation	Acres Needed To Produce California Exports (Average Yields)
	Percentage		Acres
Field Crops			
Alfalfa Seed	11.5	36.5	10,600
Alfalfa Hay	3.5	49.7	53,231
Barley	0.8	0.9	3,797
Cotton Lint	64.2	41.1	863,682
Cottonseed	25.7	22.3	—
Dry Beans	31.3	48.3	50,350
Rice	44.8	25.9	148,392
Safflower	47.5	96.4	42,857
Wheat	26.2	2.0	182,326
Fruits and Nuts			
Almonds	68.0	100.0	228,571
Apricots	9.1	100.0	1,590
Avocados	4.0	95.9	3,030
Dates	6.2	100.0	182
Figs	11.4	100.0	422
Grapes			
Fresh	22.2	95.7	13,873
Raisins	12.5	100.0	40,110
Crushed and Canned	1.7	74.7	6,495
Grapefruit	35.2	30.0	5,376
Kiwifruit	46.3	100.0	1,766
Lemons	21.4	58.0	5,940
Olives	1.8	100.0	676
Oranges	23.9	91.0	34,845
Peaches			
Freestone	6.1	*	3,790
Clingstone	3.1	100.0	907
Pears	7.1	46.3	1,251
Pistachios	7.6	100.0	4,619
Plums	18.3	*	6,536
Prunes	36.5	100.0	25,500
Tangerines	7.9	33.0	649
Walnuts	31.3	100.0	55,372
Vegetables			
Asparagus	7.2	83.5	2,393
Broccoli	12.0	96.3	7,847
Carrots	10.4	77.1	1,902
Cauliflower	11.0	91.8	4,448
Celery	10.6	88.3	2,307
Garlic	12.6	67.0	1,733
Lettuce	6.0	70.2	8,773
Onions	6.9	55.0	1,717
Bell Peppers	3.5	*	417
Potatoes	3.1	37.5	1,912
Strawberries	6.1	91.9	802
Tomatoes			
Fresh	7.6	28.5	2,180
Processing	1.3	85.0	2,881

* Not calculated, see Table 5.

Table 2 (cont'd)

California's Agricultural Export Profile, 1985

Commodity	Farm Value of Exports Compared To Total Production Value	CA Export Value Compared To U.S. Export Value at Port of Embarcation	Acres Needed To Produce California Exports (Average Yields)
	Percentage		Acres
NURSERY PRODUCTS			
Flowers and Plants	2.0	40.7	
Livestock and Poultry			
Beef Cattle and Products	2.0	4.0	
Dairy Products	1.7	8.7	
Sheep	4.9	9.5	
Chickens and Eggs	2.7	5.4	
Turkeys	1.3	18.8	
TOTAL			1,836,047

* Not calculated, see Table 5.

Table 3 Highlights

Comparison of California's Agricultural Production with Estimated Exports

- The farmgate value of exports is shown in Table 3 and is compared to total State production as estimated by the California Agricultural Statistics Service or the Summary of California County Agricultural Commissioners' Reports. This comparison is made using quantities exported based on State average prices and varies significantly from the value declared at the port of embarkation used in Table 1. In some products, the high quality selection process and special packing required for overseas markets augments the value considerably.
- A comparison of California to U.S. exports is computed on the same basis: valuing exported quantities at National average farmgate prices.
- Calendar year export data do not coincide with the varying harvest periods and marketing years of California's diverse production. In noted cases, the comparison of exports to production is made with the previous calendar year's crop since considerable delay is encountered in shipping products harvested late in the year.

Field Crops

- Cotton, even with a lower total value in 1985, is the leading export crop produced in California.
- About two out of three bales produced were exported in 1985.
- This constitutes one-third of total U.S. cotton sales abroad and is shipped to Pacific Rim markets for manufacture into cotton clothing and other products that are in turn sold worldwide.
- Rice sales rose 19 percent and wheat dropped 31 percent in 1985, just the opposite of 1984's change. Concessional sales by the U.S. government aided rice but wheat sales fell in the face of competition.
- Dry beans and cottonseed regained some markets lost during 1984.

Fruit and Nut Crops

- Almond export volume gained 60 percent and even with lower prices the value increased 27 percent.
- Walnuts also increased but were hit late in the year with a retaliatory tariff by the European Economic Community.
- Kiwifruit exports revived and grapefruit capitalized on the short supply in Florida and Texas.
- Oranges and lemons lost in total value due to bowing out of the processed exports market although fresh exports remained strong.
- Peaches and pears lost in export value due to worldwide competition among canned goods, together with increasing consumer preference for fresh products.

Vegetables, Flowers, and Berries

- Strawberries, with an export value of \$36 million in 1985, climbed the export list to become California's leading product in this category.
- Tomatoes and lettuce also registered exports of over \$30 million putting them in the top twenty exports just ahead of onions and flowers and nursery products.
- Lower exports to Canada throughout 1985 reduced the total value of vegetable exports in general.
- Losses were recorded for tomatoes, lettuce, onions, celery, broccoli, cauliflower, potatoes and carrots.

Livestock and Poultry

- Estimating the quantity and value of livestock products being exported and comparing this to a farm value is complicated by the variety of products reported—hides, tallow, offal, meats, and live animals, for example.
- The valuations assigned to dairy products donated to foreign nutrition programs from U.S. government stockpiles do not reflect their market value.
- Beef and dairy product exports declined in 1985 while chickens and eggs regained a portion of losses felt in former years.
- Turkeys made a substantial 36 percent gain but this industry is still marketing only 1.3 percent of the State's production abroad.

Table 3

California's Principal Crop and Livestock Commodities Estimated Farm Value of Production and Comparable Farm Value of Exports with Comparison to U.S. Total, 1985

Commodity	Unit	California Total Quantity		California Farm Value		Farmgate Export Value (Percent of Production)	
		Production	Exports	Production	Exports	California	U.S.
		000 Units		000 Dollars		Percent	
Field Crops							
Alfalfa Seed	Lbs.	55,400	6,360	58,724	8,138	11.5	N/A
Alfalfa Hay	S/Tons	6,630	346	632,247	33,544	3.5	0.6
Barley	Bu.	24,779	224	63,189	496	0.8	4.8
Cotton Lint ²	Rba.	3,014	1,736	897,227	576,382	64.2	33.7
Cottonseed ²	S/Tons	1,255	252	127,305	32,731	25.7	25.4
Dry Beans	Cwt.	3,466	1,007	90,748	28,406	31.3	9.9
Rice ¹	Cwt.	30,284	10,981	206,146	92,440	44.8	32.4
Safflower ²	S/Tons	100	48	25,776	12,245	47.5	N/A
Wheat	Bu.	68,853	16,227	229,476	60,203	26.2	37.2
Fruits and Nuts							
Almonds ²	S/Tons	261	176	379,653	256,352	68.0	68.0
Apricots	S/Tons	128	9	26,650	2,413	9.1	8.5
Avocados	S/Tons	200	8	116,400	4,709	4.0	3.7
Dates ¹	S/Tons	29	1	18,360	1,138	6.2	6.2
Figs	S/Tons	32	1	10,489	1,200	11.4	11.4
Grapes: All Fresh	S/Tons	580	96	126,990	28,183	22.2	12.5
All Raisins ¹	S/Tons	344	73	354,217	46,252	12.5	12.5
All Processed ¹	S/Tons	1,900	43	381,775	8,726	1.7	1.7
Grapefruit—64# Boxes	Box	7,900	2,016	53,395	18,812	35.2	26.5
Kiwifruit ¹	S/Tons	18	8	17,729	8,203	46.3	46.3
Lemons—76# Boxes	Box	19,800	2,370	146,784	31,374	21.4	23.1
Olives ¹	S/Tons	96	2	49,990	927	1.8	1.8
Oranges—75# Boxes	Box	52,000	10,349	524,029	125,021	23.9	8.9
Peaches: Freestone ³	S/Tons	243	34	122,979	7,519	6.1	2.8
Clingstone	S/Tons	493	16	100,925	3,081	3.1	4.7
Pears	S/Tons	293	15	69,735	3,554	7.1	5.9
Pistachios ¹	S/Tons	31	2	61,038	4,644	7.6	7.6
Plums	S/Tons	166	30	85,512	15,666	18.3	17.2
Prunes	S/Tons	139	51	93,800	34,210	36.5	36.5
Tangerines—75# Boxes	Box	1,680	133	21,017	1,667	7.9	16.8
Walnuts ¹	S/Tons	219	67	155,490	48,683	31.3	31.3

¹ 1985 exports compared to 1984 crop due to lag in time of sale after harvest.

² Compared to an average of the 1984 and 1985 crops.

³ Includes nectarines due to joint classification number assigned at port of export.

N/A Not Available.

Table 3 (cont'd)

California's Principal Crop and Livestock Commodities Estimated Farm Value of Production and Comparable Farm Value of Exports with Comparison to U.S. Total, 1985

Commodity	Unit	California Total Quantity		California Farm Value		Farmgate Export Value (Percent of Production)	
		Production	Exports	Production	Exports	California	U.S.
		000 Units		000 Dollars		Percent	
Vegetable Crops							
Asparagus	Cwt.	986	67	74,666	5,428	7.2	11.3
Broccoli	Cwt.	9,575	769	153,960	18,460	12.0	11.2
Carrots	Cwt.	10,959	523	115,733	12,051	10.4	4.0
Cauliflower	Cwt.	4,788	467	126,441	13,949	11.0	9.0
Celery	Cwt.	13,223	1,407	129,753	13,784	10.6	9.7
Garlic	Cwt.	2,420	286	74,909	9,445	12.6	N/A
Lettuce	Cwt.	42,923	2,588	472,153	28,210	6.0	5.7
Onions	Cwt.	12,760	668	116,082	7,995	6.9	14.1
Bell Peppers	Cwt.	2,678	108	40,506	1,442	3.5	N/A
Potatoes	Cwt.	22,570	715	186,455	5,855	3.1	0.5
Strawberries	Cwt.	7,738	425	333,913	20,383	6.1	5.0
Tomatoes: Fresh	Cwt.	7,783	593	150,627	11,512	7.6	7.0
Processed ²	S/Tons	6,102	81	391,141	5,187	1.3	1.5
NURSERY PRODUCTS							
Flowers and Plants				1,306,099	25,733	2.0	N/A
Livestock and Poultry							
Beef: Cattle and Calves				1,416,141	27,943	2.0	2.3
Dairy Products				2,081,252	35,109	1.7	4.1
Sheep				54,176	2,648	4.9	5.5
Chickens				617,367	16,647	2.7	2.4
Turkeys				204,672	2,639	1.3	0.8

¹ 1985 exports compared to 1984 crop due to lag in time of sale after harvest.

² Compared to an average of the 1984 and 1985 crops.

³ Includes nectarines due to joint classification number assigned at port of export.

N/A Not Available.

Tables 4 and 4A Highlights

Changes in Value of California Exported Commodities

1979-1985

- Changes in value of California's exports of selected leading commodities and the total exports over the seven-year period are shown in Table 4.
- The value in 1985 has returned to the 1979 level.
- The peak for most commodities was in 1981.
- A wide variation exists between commodities: strawberries have tripled while the 1985 cotton is at its lowest level in the entire period.
- No adjustments have been made in these values for inflation.

1965-1985

- Changes in California's agricultural exports over a twenty-year period are shown in Table 4A.

- Preparation and publication of State export data has not been continuous but a report done in 1966 makes this comparison possible for some commodities. Since the earlier report combined all almonds and walnuts, the comparison to 1985 is done by adding in-shell and shelled tonnages.
- Beef categories have also been combined with boned and with-bone being added directly.
- Some export products have grown so dramatically that the percentage increases are outside the realm of usual comparisons. This is true where exports have grown from a very low base. Both volume and value are shown to add perspective to the data.
- No allowances have been made for inflation in the valuation estimates.

Table 5 Highlights

California's Share of the Nation's Agricultural Exports

- California's estimated agricultural exports for calendar year 1984 are presented in Table 5 on an individual item basis. U.S. total exports of each item are also shown, and the share of the Nation's exports produced in California is calculated using this data.
- Using port values, California exported about 10 percent of the total U.S. agricultural exports in 1985.
- While California produces about half of the Nation's total fruits and nuts, 61 percent of the exports of these commodities come from the Golden State.
- The total U.S. export value is heavily weighted with commodities such as soybeans and tobacco that are not produced in California.
- Among the State's crops, there are 26 where more than half of the total exported from the U.S. comes from California. Of these, eleven are 100 percent from California including almonds, apricots, dates, figs, raisins, olives, kiwifruit, pistachios, prunes, walnuts, and garlic.

- To arrive at the estimates in Table 5, each selected commodity was individually studied. For some that are grown only in California, the National export data are sufficient. For others produced outside California, modifications are made using California port data and information from commodity traders and exporters. Additional information on shipments of fruits and vegetables to Canada was obtained from the Canadian government.
- Only when California grown products are not easily identifiable (hides and skins, tallow, meats, and poultry, for example) is the California share of U.S. production used. This system is also used to calculate the "all other" category using factors obtained from the Economic Research Service of the U.S. Department of Agriculture. The factors were calculated for 15 groups of commodities not listed separately in Table 5 and applied to the U.S. totals that are shown in Table 8 of the Statistical Appendix to this bulletin.

Table 4

Changes in Value of California's Exported Commodities, 1979-85

Commodity	1985	1984	1983	1982	1981	1980	1979
	000 Dollars						
Cotton Lint	617,523	624,724	858,969	897,021	989,253	1,135,559	805,180
Almonds	400,064	315,473	243,167	236,287	307,324	429,817	286,952
Oranges	208,253	217,621	241,732	194,153	204,749	177,094	106,429
Grapes	195,149	195,216	212,848	245,504	260,766	230,864	176,627
Rice	109,186	91,811	150,618	111,091	321,440	318,808	147,022
Cattle and Products	95,064	99,836	75,512	91,004	86,695	91,762	109,012
Walnuts	79,512	66,799	48,277	77,759	88,503	82,957	54,597
Wheat	79,283	115,491	72,908	218,242	315,844	283,145	165,110
Prunes	64,389	63,699	66,805	71,407	71,291	64,861	55,117
Lemons	53,781	88,267	95,302	82,156	92,044	93,210	97,498
Alfalfa	53,775	35,372	48,179	32,188	34,162	42,276	33,179
Peaches	38,526	42,303	53,209	59,906	73,986	75,372	62,513
Strawberries	35,975	29,818	28,676	21,228	12,953	16,374	12,109
Dairy Cattle and Products	32,994	42,418	46,388	37,986	38,905	42,277	30,768
Tomatoes	32,393	36,637	40,076	45,169	50,648	43,782	50,521
Lettuce	31,803	40,266	37,215	39,379	36,709	29,740	27,246
Cottonseed	30,866	50,038	19,642	47,723	54,212	50,633	38,366
Onions	28,726	44,811	28,754	29,754	42,448	28,497	20,901
Grapefruit	27,729	9,149	16,982	17,457	18,361	17,821	9,676
Flowers and Plants	25,734	33,353	17,449	14,907	16,081	13,052	14,174
Dry Beans	24,420	25,313	19,878	36,034	45,674	42,093	24,879
Plums	23,552	22,534	11,924	13,181	14,591	13,278	9,311
Celery	20,777	24,647	22,411	15,533	14,418	11,476	14,394
Chickens and Products	16,647	14,938	13,701	24,970	36,588	43,801	15,539
Pears	9,585	10,425	13,920	16,864	19,602	18,477	15,483
TOTAL	2,831,398	2,905,042	3,053,163	3,311,305	4,198,165	3,997,823	2,800,663

Table 4A

Changes in Quantity and Value of California's Exports 1965-1985

Commodity	Percent Change in Quantity 1965-1985	Percent Change in Value 1965-1985
	Percent	
Cotton Lint	+206	+728
Rice, Milled	+97	+203
Safflower Seed	-83	-52
Alfalfa Pellets and Meal	-18	+137
Cottonseed	+2,720	+2,647
Alfalfa Seed	+6	+236
Dry Beans	+181	+612
Oranges, Fresh	+89	+492
Peaches, Canned	-90	-64
Fruit Cocktail	-79	-40
Prunes, Dried	-19	+184
Grapes, Fresh	-21	+225
Raisins	+20	+340
Lemons, Fresh	-13	+215
Almonds	+1,531	+2,605*
Walnuts	+1,098	+2,646*
Grapefruit, Fresh	+273	+1,143
Peaches, Fresh	+314	+1,231
Wines	+1,597	+2,986
Asparagus, Canned	-99	-98
Tomatoes, Fresh	+96	+408
Lettuce	+155	+480
Onions, Fresh	+62	+362
Strawberries	+467	+1,956
Tomatoes, Canned/Processed	0	+98
Dairy Products	+22	+102*
Chickens	+421	+1,101
Turkeys	-59	-22
Nursery Stock	N/A	+2,398

* Based on sum of all categories (shelled and unshelled almonds and walnuts).

N/A Not Available

Table 5

California's Principal Agricultural Exports Compared to U.S. Total 1985

Commodity	Unit	Estimated Exports of California Origin		Total U.S. Exports		Estimated CA Exports Compared to U.S Exports (Value Basis)
		Quantity	Value	Quantity	Value	Percent
		000 Units	000 \$	000 Units	000 \$	
FIELD CROPS						
Alfalfa						
Alfalfa Hay Cubes	Stn.	230	30,559	484	62,613	
Alfalfa Meal, Dehydrated	Stn.	*	16	14	1,442	
Alfalfa Meal, Sun Cured	Stn.	*	1	2	264	
Hay and Straw	Stn.	116	15,061	223	27,523	
Alfalfa Seed, Uncertified	Lb.	1,037	1,050	4,783	4,766	
Alfalfa Seed, Certified	Lb.	5,323	7,088	13,362	17,508	
SUBTOTAL—ALL ALFALFA			53,775		114,116	47.1
Barley						
Barley, Unmilled	Bu.	224	723	32,441	79,136	0.9
Cotton						
Cotton: 1" to 1½"	Rba.	1,502	527,646	3,674	1,266,250	
Cotton: Other >1½"	Rba.	233	86,035	583	216,731	
Cotton Linters: Felting Grade	Lb.	1,340	194	8,615	1,354	
Cotton Linters: Other	Lb.	17,433	3,648	73,942	16,969	
SUBTOTAL—ALL COTTON			617,523		1,501,304	41.1
Cottonseed						
Cottonseed	Lb.	39,764	4,148	100,951	11,409	
Cottonseed Oil, Crude	Lb.	3,378	909	23,691	6,638	
Cottonseed Oil, Once Refined	Lb.	66,629	21,520	378,294	114,136	
Cottonseed Oil, Other	Lb.	13,830	3,286	16,514	3,982	
Cottonseed Oil, Cake and Meal	Stn.	2	336	6	879	
Cottonseed Oil, Hydrogenated	Lb.	1,455	667	3,409	1,512	
SUBTOTAL—ALL COTTONSEED			30,866		138,556	22.3
Dry Beans						
Lima Beans	Lb.	38,965	9,385	38,965	9,385	
White Beans	Lb.	1,066	205	9,397	1,838	
Red Kidney Beans	Lb.	9,902	3,090	26,318	8,481	
Blackeye Beans (Cowpeas)	Lb.	28,023	7,073	28,023	7,073	
Other Beans	Lb.	15,946	3,031	116,394	22,125	
Other Peas (Garbanzos)	Lb.	6,058	1,636	6,058	1,636	
SUBTOTAL—ALL DRY BEANS			24,420		50,538	48.3
Ladino Clover Seed						
Ladino Clover Seed	Lb.	1,460	2,292	1,460	2,292	100.0

* Less than 500 units.

Table 5 (cont'd)

California's Principal Agricultural Exports Compared to U.S. Total 1985

Commodity	Unit	Estimated Exports of California Origin		Total U.S. Exports		Estimated CA Exports Compared to U.S Exports (Value Basis)
		Quantity	Value	Quantity	Value	
		000 Units	000 \$	000 Units	000 \$	Percent
Rice						
Rice, Paddy or Rough	Lb.	152,524	9,085	167,258	10,023	
Rice, Husked, Brown, Long	Lb.	167	37	270,585	38,140	
Rice, Husked, Brown, Medium	Lb.	385,054	44,044	441,804	50,907	
Rice, Husked, Brown, Short	Lb.	364	80	1,178	245	
Rice, Husked, Brown, Mixed	Lb.	205	49	3,962	948	
Rice, Parboiled, Other	Lb.	86	18	15,919	3,300	
Rice, Milled, Long	Lb.	1,320	248	1,218,835	198,307	
Rice, Milled, Medium	Lb.	390,097	42,624	637,218	74,689	
Rice, Milled, Short	Lb.	6,074	1,022	12,775	2,390	
Rice, Milled, Mixed	Lb.	926	200	67,328	6,481	
Rice, Milled > 74% Broken	Lb.	122,702	7,521	188,245	11,152	
Rice, Milled, Other	Lb.	5	4	363	86	
Rice, Milled, for Relief	Lb.	20,547	2,680	171,913	21,884	
Rice Byproducts	Stn.	9	1,574	30	2,974	
SUBTOTAL—ALL RICE			109,186		421,526	25.9
Safflower						
Safflower Seed	Lb.	63,257	8,973	65,570	9,327	
Safflower Oil	Lb.	31,751	12,895	32,631	13,349	
SUBTOTAL—ALL SAFFLOWER			21,868		22,676	96.4
Wheat						
Wheat, Unmilled, Relief	Bu.	0	0	18,287	70,885	
Wheat, Unmilled, Not Relief	Bu.	16,361	70,281	893,110	3,530,297	
Wheat, Flour, Relief	Cwt.	0	0	6,338	38,891	
Wheat, Flour, Not Relief	Cwt.	0	0	13,431	128,598	
Wheat, Flour, Durum & Semolina	Cwt.	0	0	997	10,339	
Wheat, Bulgur, Relief	Cwt.	919	8,854	10,390	103,187	
Wheat, Bulgur, Not Relief	Cwt.	0	0	22	228	
Wheat, Other NEC	Cwt.	24	110	66	274	
Wheat Byproducts	Stn.	*	38	18	2,129	
SUBTOTAL—ALL WHEAT			79,283		3,884,828	2.0
FRUIT AND NUT CROPS						
Almonds						
Almonds, Not shelled	Lb.	13,367	10,934	13,367	10,934	
Almonds, Shelled	Lb.	285,355	309,917	283,355	309,917	
Almonds, Prepared/Preserved	Lb.	60,490	79,213	60,490	79,213	
SUBTOTAL—ALL ALMONDS			400,064		400,064	100.0
Apricots						
Fresh Apricots (to Canada)	Lb.	2,940	706	2,940	706	
Dried Apricots (incl. Peaches, Nectarines, and Pears)	Lb.	2,364	3,626	2,364	3,626	
Apricots, Prepared/Preserved	Lb.	860	685	860	685	
SUBTOTAL—ALL APRICOTS			5,017		5,017	100.0

* Less than 500 units.

Table 5 (cont'd)

California's Principal Agricultural Exports Compared to U.S. Total 1985

Commodity	Unit	Estimated Exports of California Origin		Total U.S. Exports		Estimated CA Exports Compared to U.S Exports (Value Basis)
		Quantity	Value	Quantity	Value	Percent
		000 Units	000 \$	000 Units	000 \$	
Avocados						
Fresh Avocados	Lb.	16,182	7,623	12,001	7,947	95.9
Dates						
Dried Dates	Lb.	2,789	2,743	2,789	2,743	100.0
Figs						
Dried Figs	Lb.	2,778	1,623	2,778	1,623	100.0
Grapes						
Fresh	Lb.	193,031	73,191	201,611	76,444	
Dried Raisins	Lb.	146,600	91,428	146,600	91,428	
Wines, Not Over 14% Alcohol	W/Gal.	4,428	19,047	4,618	19,841	
Other Wines from Grapes	W/Gal.	970	4,530	1,012	4,719	
Other Fermented Alcoholic Beverages	Gal.	640	2,933	667	3,055	
Grape Juice, Not Concentrated	Gal.	301	415	1,454	1,881	
Grape Juice, Concentrated, Frozen	S/S Gal.	191	357	1,252	2,030	
Grape Juice, Concentrated, Not Frozen	S/S Gal.	240	571	3,925	6,661	
Canned Mixture (16% Grapes)	Lb.	5,889	2,677	5,889	2,677	
SUBTOTAL—ALL GRAPES			195,149		208,736	93.5
Grapefruit						
Fresh Grapefruit	Lb.	135,094	27,729	450,313	92,431	30.0
Kiwifruit						
Kiwifruit	Lb.	15,361	18,021	15,361	18,021	100.0
Lemons						
Fresh Lemons	Lb.	180,093	53,781	310,506	92,725	58.0
Tangerines						
Fresh Tangerines	Lb.	9,996	2,493	30,292	7,556	33.0
Oranges						
Fresh Oranges	Lb.	776,205	208,253	852,973	228,849	91.0
SUBTOTAL—ALL CITRUS			292,256		421,551	69.3
Olives						
Canned Olives	Lb.	2,546	1,766	2,546	1,766	
Other Olives	Lb.	1,007	635	1,007	635	
SUBTOTAL—ALL OLIVES			2,401		2,401	100.0

Table 5 (cont'd)

California's Principal Agricultural Exports Compared to U.S. Total 1985

Commodity	Unit	Estimated Exports of California Origin		Total U.S. Exports		Estimated CA Exports Compared to U.S Exports (Value Basis)	
		Quantity	Value	Quantity	Value	Percent	
		000 Units	000 \$	000 Units	000 \$		
Peaches							
Fresh Peaches & Nectarines	Lb.	68,350	22,089	46,440	14,580	1	
Canned Peaches	Lb.	22,226	8,907	22,226	8,907		
Canned Mixtures (45% Peaches)	Lb.	16,564	7,530	16,564	7,530		
SUBTOTAL—ALL PEACHES			38,526		31,017	1	
Pears							
Fresh Pears	Lb.	20,590	5,494	60,022	16,292		
Canned Pears	Lb.	1,166	607	1,769	922		
Canned Mixtures (30% Pears)	Lb.	7,664	3,484	7,664	3,484		
SUBTOTAL—ALL PEARS			9,585		20,698	46.3	
Pistachios							
Pistachios, Not Shelled	Lb.	2,162	3,493	2,162	3,493		
Pistachios, Shelled	Lb.	642	1,402	642	1,402		
Pistachios, Prepared or Preserved	Lb.	509	1,063	509	1,063		
SUBTOTAL—ALL PISTACHIOS			3,313	5,958	3,313	5,958	100.0
Plums							
Fresh Plums	Lb.	60,958	23,552	43,993	16,507	1	
Prunes							
Dried Prunes	Lb.	102,120	64,389	102,120	64,389	100.0	
Walnuts							
Walnuts, Not Shelled or Preserved	Lb.	97,103	62,331	97,103	62,331		
Walnuts, Shelled	Lb.	16,365	17,181	16,365	17,181		
SUBTOTAL—ALL WALNUTS			79,512		79,512	100.0	
VEGETABLES AND BERRIES							
Asparagus							
Fresh Asparagus	Lb.	6,371	6,636	7,404	6,556	1	
Canned Asparagus	Lb.	261	212	1,562	1,641		
SUBTOTAL—ALL ASPARAGUS			6,848		8,197	83.5	
Broccoli							
Fresh Broccoli	Lb.	76,915	18,692	79,747	19,419	96.3	
Cabbage							
Fresh Cabbage	Lb.	16,120	1,852	22,101	2,418	76.6	
Carrots							
Fresh Carrots	Lb.	51,153	8,834	60,185	10,328		
Frozen Carrots	Lb.	1,106	305	5,529	1,527		
SUBTOTAL—ALL CARROTS			9,139		11,855	77.1	

¹ Canadian data exceeds U.S.—discrepancy has not been resolved.

Table 5 (cont'd)

California's Principal Agricultural Exports Compared to U.S. Total 1985

Commodity	Unit	Estimated Exports of California Origin		Total U.S. Exports		Estimated CA Exports Compared to U.S Exports (Value Basis)
		Quantity	Value	Quantity	Value	Percent
		000 Units	000 \$	000 Units	000 \$	
Cauliflower						
Fresh Cauliflower	Lb.	46,651	13,338	50,836	14,527	91.8
Celery						
Fresh Celery	Lb.	140,651	20,777	179,282	23,539	88.3
Garlic						
Fresh Garlic	Lb.	5,955	3,870	7,565	4,292	
Dried Garlic	Lb.	2,631	2,630	5,264	5,403	
SUBTOTAL—ALL GARLIC			6,500		9,695	67.0
Lettuce						
Fresh Lettuce	Lb.	258,808	31,803	346,481	45,288	70.2
Onions						
Fresh Onions	Lb.	43,826	5,777	169,367	21,432	
Dried Onions	Lb.	25,150	22,949	33,847	30,831	
SUBTOTAL—ALL ONIONS			28,726		52,263	55.0
Peppers						
Fresh Peppers	Lb.	10,961	2,783	50,437	2	—
Potatoes						
Fresh Potatoes	Lb.	71,495	9,554	190,733	24,894	
Potatoes for Seed	Lb.	348	42	9,073	670	
SUBTOTAL—ALL POTATOES			9,596		25,564	37.5
Tomatoes						
Fresh Tomatoes	Lb.	59,339	15,253	207,579	53,591	
Canned Tomato Pulp (Puree)	Lb.	1,190	416	1,400	489	
Canned Tomato Sauce (Ex. Chili)	Lb.	4,015	1,380	4,723	1,623	
Canned Tomato Paste	Lb.	13,337	4,991	15,691	5,872	
Canned Other Tomatoes	Lb.	13,548	2,549	15,939	2,999	
Tomato Juice and Vegetable Juice (> 70% Tomato)	Gal.	1,083	2,208	1,274	2,598	
Catsup and Chili Sauce	Lb.	15,371	5,596	18,083	6,584	
SUBTOTAL—ALL TOMATOES			32,393		73,756	43.9
NURSERY PRODUCTS						
Cut Flowers	—		1,946		4,383	
Other Cut Plant Materials	—		8,173		18,407	
Bulbs, Roots, Corms, Etc.	—		770		2,699	
Fruit and Nut Plants	—		1,467		7,214	
Rose Plants	—		978		1,955	
Nursery Stocks, N.S.P.F.	—		5,173		20,608	
Flower Seeds	Lb.		7,227		8,030	
SUBTOTAL—ALL NURSERY PRODUCTS			25,734		63,296	40.7

² National data not available.

Table 5 (cont'd)

California's Principal Agricultural Exports Compared to U.S. Total 1985

Commodity	Unit	Estimated Exports of California Origin		Total U.S. Exports		Estimated CA Exports Compared to U.S Exports (Value Basis)
		Quantity	Value	Quantity	Value	
		000 Units	000 \$	000 Units	000 \$	Percent
Strawberries						
Fresh Strawberries	Lb.	37,697	33,623	40,601	35,903	
Frozen Strawberries	Lb.	4,841	2,352	6,632	3,222	
SUBTOTAL—ALL STRAWBERRIES			35,975		39,125	91.9
LIVESTOCK AND POULTRY						
Beef, Cattle, and Products						
Beef Bulls, for Breeding	No.	*	125	13	15,946	
Beef Females, for Breeding	No.	*	338	28	33,376	
Cattle, not for Breeding	No.	6	3,091	38	19,584	
Beef, Fresh or Frozen, with Bone	Lb.	874	1,861	20,588	43,828	
Beef, Fresh or Frozen, w/oBone	Lb.	8,337	16,096	196,394	379,164	
Veal, Fresh or Frozen	Lb.	140	166	3,304	3,903	
Beef Tongues, Fresh or Frozen	Lb.	3,001	2,722	70,701	64,129	
Beef Livers, Fresh or Frozen	Lb.	5,388	2,073	126,915	48,841	
Other Beef Offal	Lb.	9,272	5,695	218,413	134,147	
Veal Offal	Lb.	90	61	2,110	1,441	
Beef, Excl. Carcass	Lb.	536	1,117	12,628	26,317	
Veal, Excl. Carcass	Lb.	13	31	307	723	
Beef and Veal, Canned	Lb.	106	101	2,499	2,387	
Beef and Veal, Otherwise Prepared	Lb.	244	461	5,739	10,857	
Whole Cattle Hides	Pc.	961	38,202	24,956	991,894	
Whole Calf Skins	Pc.	86	968	2,234	25,138	
Cut Cattle Hides/Spec. Cuts	Pc.	18	312	472	8,095	
Other Cut Cattle Hides	Lb.	1,238	284	32,157	7,381	
Tallow, Edible	Lb.	2,879	636	74,756	16,501	
Tallow, inedible	Lb.	103,211	20,724	2,679,838	538,089	
SUBTOTAL—ALL CATTLE AND PRODUCTS			95,064		2,371,741	4.0

* Less than 500 units.

Table 5 (cont'd)

California's Principal Agricultural Exports Compared to U.S. Total 1985

Commodity	Unit	Estimated Exports of California Origin		Total U.S. Exports		Estimated CA Exports Compared to U.S Exports (Value Basis)
		Quantity	Value	Quantity	Value	
		000 Units	000 \$	000 Units	000 \$	Percent
DAIRY, CATTLE AND PRODUCTS						
Dairy Bulls, for Breeding	No.	2	1,578	6	8,067	
Dairy Females, for Breeding	No.	6	6,981	39	45,326	
Fluid Milk and Cream	Gal.	286	603	3,184	6,826	
Evap. Milk and Cream, Canned	Lb.	4,111	2,165	9,756	5,048	
Condensed Milk and Cream, Canned	Lb.	209	103	442	192	
Evap. or Cond. Milk and Cream, Bulk	Lb.	250	141	1,400	502	
Nonfat Dry Milk, Relief	Lb.	37,688	10,151	489,267	132,824	
Nonfat Dry Milk, Not Relief	Lb.	13,575	3,742	182,887	52,792	
Other Dried Milk and Cream	Lb.	466	373	89,603	13,648	
Butter	Lb.	113	115	66,061	45,580	
Cheddar Cheese	Lb.	257	298	8,141	4,721	
American Type Cheeses, Excl. Cheddar	Lb.	651	679	10,299	6,367	
All Other Cheeses	Lb.	747	1,455	16,154	17,417	
Infant's Dried Milk Base Supplement	Lb.	373	346	6,002	10,985	
Other Dried Milk Base/Diet Supplement	Lb.	457	592	3,804	5,552	
Ice Cream	Gal.	577	1,556	1,288	3,266	
Milk Products, NEC	—	*	608	*	5,169	
Whey, Fluid	Gal.	2	10	19	100	
Whey, Dried	Lb.	4,135	1,462	33,267	12,157	
Yogurt and Fermented Milk	Lb.	48	36	979	693	
SUBTOTAL—ALL DAIRY CATTLE AND PRODUCTS			32,994		377,232	8.7
Sheep						
Sheep, Live	No.	34	1,504	363	15,872	
Sheep/Lamb Meat, Fresh or Frozen	Lb.	96	203	1,014	2,146	
Sheep and Lamb Offal	Lb.	716	414	7,554	4,369	
Whole Skins, Sheep, Lambs, with Wool	No.	124	670	1,303	7,065	
Sheep, Lamb Skins w/o Wool	No.	241	1,408	2,538	14,860	
SUBTOTAL—ALL SHEEP, LAMB AND PRODUCTS			4,199		44,312	9.5

* Less than 500 units.

Table 5 (cont'd)

California's Principal Agricultural Exports Compared to U.S. Total 1985

Commodity	Unit	Estimated Exports of California Origin		Total U.S. Exports		Estimated CA Exports Compared to U.S Exports (Value Basis)
		Quantity	Value	Quantity	Value	
		000 Units	000 \$	000 Units	000 \$	Percent
Chickens						
Baby Chicks, Breeder Stock	No.	94	338	14,582	47,517	
Baby Chicks, Excl. Breeder Stock	No.	4	6	11,888	4,851	
Chickens, Fresh/Frozen Whole/Young	Lb.	688	416	28,257	15,677	
Other Chickens, Fresh/Frozen, Whole	Lb.	117	71	19,742	9,587	
Chicken Parts, Fresh or Frozen	Lb.	11,710	5,639	388,619	176,334	
Eggs for Hatching	Doz.	69	934	13,221	23,789	
Other Eggs, in Shell	Doz.	4,486	2,730	13,879	10,216	
Dried Egg Whites	Lb.	1,295	1,644	4,173	6,548	
Dried Whole Eggs	Lb.	609	1,038	1,183	2,013	
Egg Whites, Not Dried	Lb.	2,544	1,112	12,499	6,730	
Other Eggs, Not Dried	Lb.	4,580	2,719	10,063	5,939	
SUBTOTAL—ALL CHICKENS AND PRODUCTS			16,647		309,201	5.4
Turkeys						
Turkey Poults, Live	No.	22	22	1,044	976	
Whole Turkeys, Fresh or Frozen	Lb.	1,974	1,588	6,985	5,768	
Turkey Parts, Fresh or Frozen	Lb.	2,530	1,398	20,227	9,237	
SUBTOTAL—ALL TURKEYS AND PRODUCTS			3,008		15,981	18.8
SUBTOTAL—ALL LIVESTOCK			151,912		3,118,467	4.9
SUBTOTAL—PRINCIPAL COMMODITIES			2,330,511			
TOTAL—ALL OTHER COMMODITIES			348,975			
TOTAL—ALL AGRICULTURAL EXPORTS			2,831,398		29,026,000	9.8

* Less than 500 units.

List of Abbreviations

<i>Bu.</i>	<i>Bushel</i>	<i>N/A</i>	<i>Not Available</i>
<i>Cond.</i>	<i>Condensed</i>	<i>NEC</i>	<i>Not Elsewhere Classified</i>
<i>Cwt.</i>	<i>Hundredweight 100 Lbs.</i>	<i>No.</i>	<i>Number</i>
<i>Doz.</i>	<i>Dozen</i>	<i>N.S.P.F.</i>	<i>Not Specifically Provided For</i>
<i>EEC.</i>	<i>European Economic Community</i>	<i>Pc.</i>	<i>Piece</i>
<i>Etc.</i>	<i>And So Forth</i>	<i>Rba.</i>	<i>Running Bales 480 Lbs. Net</i>
<i>Evap.</i>	<i>Evaporated</i>	<i>Spec.</i>	<i>Specified</i>
<i>Ex.</i>	<i>Except</i>	<i>S/S</i>	<i>Single Strength Gallon</i>
<i>Excl.</i>	<i>Excluding</i>	<i>S/Ton</i>	<i>Short Ton 2,000 Lbs.</i>
<i>Gal.</i>	<i>Gallon</i>	<i>Stn.</i>	<i>Short Ton 2,000 Lbs.</i>
<i>Incl.</i>	<i>Including</i>	<i>W/Gal.</i>	<i>Wine Gallon</i>
<i>Lb.</i>	<i>Pound</i>	<i>W/O</i>	<i>Without</i>
<i>Lbs.</i>	<i>Pounds</i>		

Data Guidelines

- Because data sources often differ in what is included or excluded, various export studies may report different numbers depending on the items and trade patterns included.
- The California Agricultural Statistics Service and the U.S. Department of Commerce are constantly updating and revising data. The most recent available revision was used at the time of the assembly of this report: June–September, 1986.
- Shipments under the federal Agricultural Trade Development and Assistance Act and Act for International Development are included.
- Agricultural commodities in this report consist of non-marine food products and agricultural products that have not passed through complex manufacturing processes. This includes raw hides and skins, vegetable and animal fats and oils, and unrefined wines.

Data Not Included

- Manufactured items such as textiles, leather, boots and shoes, baked goods and distilled alcoholic beverages are not included.
- Shipments between the 50 states, Puerto Rico and U.S. island possessions (Virgin Islands, Guam, etc.).
- Shipments in transit from one country to another through the U.S.
- Shipments to U.S. Armed Forces and Diplomatic Missions abroad for their own use.

Information Sources

The following is a list of major sources used in this report.

U.S. Department of Commerce, Bureau of the Census, Foreign Trade Division data series EA622, U.S. Exports, Schedule B Schedule by Schedule B Number by Unit Control by Country of Destination by Customs District of Exportation by Economic Class and Method of Transportation, available on magnetic computer tape.

U.S. Department of Agriculture, **Agricultural Statistics, 1985.**

U.S. Department of Agriculture, Economic Research Service, **Foreign Agricultural Trade of the United States, 1985.**

Statistics Canada. Import data from customs records obtained on special order tape.

Agriculture Canada. **Annual Unload Report—Fresh Fruits and Vegetables on 12 Canadian Markets.**

U.S. Department of Agriculture publications: **Foreign Agriculture, Foreign Agriculture Circulars, Outlook for U.S. Agricultural Exports, Agricultural Outlook**, and periodic releases of the Crop Reporting Board.

Federal/State Market News Service Publications. Frequent market reports sometimes include exported commodities.

Marketing Organizations and Individuals. Many people supplied opinions and information about the commodities with which they are professionally involved. We wish to thank all those who contributed their expertise.

Farm values and quantities used to compare exports to the total crop were taken from existing publications of the California Agricultural Statistics Service and the U.S. Department of Agriculture's National Agricultural Statistics Service published material. Conversion of commodities from export form to farm production units was done using **Statistical Bulletin No. 616, Conversion Factors and Weights and Measures for Agricultural Commodities and Their Products**. Table 5 comparisons between California and U.S. total exports are done solely on export values.

The final estimates of California's agricultural exports in this bulletin were made using the port data, information from the Canadian government on unloads of fresh fruits and vegetables, and by contacting representatives of commodity groups, exporters, and handlers to obtain their opinions. Each commodity was treated separately and the estimate was made on the best available information. It should be emphasized that these are estimates since exact data are not available.